Job Specification

Job Title: Service Contract Sales Manager
Division: Sales Department
Reports to: Managing Director
Location: Rochester, Kent
Hours: 40 hours Monday to Friday (Immediate start, permanent position)

This is a business development–focused role responsible for driving the growth of service contracts across the UK.

You will be responsible for identifying, developing, and securing new service contract opportunities across a range of environments including data centres, hospitals, utilities, FM providers, and commercial estates.

This role requires a confident, proactive individual who is comfortable engaging with senior stakeholders, building long-term relationships, and managing the full sales cycle from initial outreach through to contract award.

The role will involve (but is not limited to): -

- Proactively identify and develop new business opportunities for service contracts
- Conduct cold outreach daily (phone, email, LinkedIn) to generate new leads and meetings
- Arrange and attend meetings with senior stakeholders
- Build and maintain strong relationships with both new and existing clients
- Manage the full sales process from initial contact through to negotiation and contract close
- Identify opportunities for additional works including remedials, upgrades, and projects and pass onto Technical Contract Managers
- Maintain accurate records of activity, pipeline, and opportunities
- Consistently work towards and exceed sales targets

Qualifications & Requirements:

- Previous experience in sales/business development
- Confidence and previous experience in cold calling and outbound business development
- Comfortable holding meetings independently with senior stakeholders
- Strong communication and relationship-building skills
- Highly driven, self-motivated, and target-focused
- Ability to manage multiple opportunities and prioritise effectively
- Professional, outgoing, and commercially aware

Please submit your CV and a cover letter to Brookelyn Stickings, b.stickings@tgc.uk.com